BIG 3 EXPORTS TO MIDDLE EAST

(First six months)

	Cars		Trucks		Total		Percent change
	1990	1991	1990	1991	1990	1991	
Kuwait	1,561	4,803	653	8,249	2,214	13,052	489.5
Saudi Arabia	6,807	9,135	2,600	11,592	9,407	20,727	120.3
Qatar	711	557	183	317	894	874	– 2.2
U.A.E.	1,440	1,518	349	836	1,789	2,354	31.6
Oman	365	701	29	170	397	871	119.4
Bahrain	190	110	12	8	202	118	– 41.6
Total	**11,077**	**16,824**	**3,826**	**21,172**	**14,903**	**37,996**	**155.0**

Source: Motor Vehicle Manufacturers Association

MIDDLE EAST

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the hostilities ended.

Since July, when Ford resumed shipments to Kuwait, it has shipped 1,200 new products there, including the Ford Explorer sport-utility. This is the first time the Explorer has been exported to Kuwait, according to Cummins.

In October, Ford plans to start shipping 1992 Ford Tempo, Mercury Topaz and Ford Taurus models to the region, Cummins said.

Ford shipped 5,303 cars and trucks to the Middle East during the first half of this year compared to 3,449 in the first half of 1990.

For all of 1989, Ford shipped more than 9,500 cars to the Middle East, according to Cummins. In 1990, that dropped to fewer than 7,400.

The Jeep Cherokee is the best-selling Chrysler vehicle in the Middle East, according to Chrysler spokeswoman Karen Stewart.

Saudi Arabia is the largest Middle Eastern market for Chrysler.

Chrysler shipped 5,167 cars and trucks to the Middle East during the first half of 1991 compared to 192 in December of 1990, its first month in the market.

1992 NISSAN, LEXUS, SUZUKI PRICES

	1992 Price	Change from final 1991 price
NISSAN Sentra		
E 2-dr.	$ 8,495	+$ 205
E 4-dr.	9,550	+ 325
XE 2-dr.	9,880	+ 350
XE 4-dr.	10,565	+ 350
SE 2-dr.	10,560	+ 450
SE-R 2-dr.	11,850	+ 480
GXE 4-dr.	12,950	+ 465
Sentra		
XE 4-dr.	12,750	+ 370
GXE 4-dr.	17,070	+ 1,245
SE 4-dr.*	16,690	+ 1,245
Maxima		
GXE 4-dr.	19,695	+ 320
SE 4-dr.	20,815	+ 320
NX		
1600 2-dr.	11,300	+ 210
2000 2-dr.	13,480	+ 510
240SX		
Coupe	14,515	+ 420
SE coupe	16,690	+ 490
Fastback	14,785	+ 435
SE fastback	16,385	+ 495
LE fastback	18,725	+ 555
Pathfinder		
XE 4-dr. (2wd)	17,265	+ 630
XE 4-dr. (4wd)	18,910	+ 650
SE 4-dr. (4wd)	21,980	+ 775
*New model for 1992		

	1992 Price	Change from final 1991 price
LEXUS ES300		
4-dr.*	25,250	+ 3,750
SC300**		
2-dr.	32,000	—
SC400		
2-dr.***	37,500	—
LS400		
4-dr.	42,200	+ 3,200
*The 1992 ES300 replaces the 1991 ES250		
**New model for 1992		
***Introduced June 1, 1991		
SUZUKI Swift		
GA 3-dr. hatch.	6,899	+ 200
4-dr.	7,699	+ 200
GT 3-dr. hatch.	9,599	+ 200
GS 4-dr.	9,099	+ 500
Samurai		
JA soft top (2wd)	6,299	+ 300
JL soft top (4wd)	8,199	– 100
Sidekick		
JS 2-dr., soft top (2wd)	10,699	+ 400
JX 2-dr. soft top (4wd)	11,999	+ 200
JX 4-dr. hard top (4wd)	12,499	+ 500
JLX 4-dr. hard top (4wd)	13,699	+ 700

Nissan prices rise 3.4%; Lexus, Suzuki also climb

KRISTINE STIVEN BREESE
Staff Reporter

LOS ANGELES — The approach of the 1992 model year brought announcements of price increases last week from Nissan Motor Co. in U.S.A., Lexus Division of Toyota Motor Sales U.S.A. Inc. and American Suzuki Motor Corp.

Nissan hiked its 1992 cars and trucks an average of $450, or 3.4 percent on a sales-weighted basis. It was the first of the major Japanese makes to disclose its 1992 prices.

Nissan's cheapest model, the Sentra E two-door, jumped 2.5 percent, from $8,290 to $8,495. That $205 hike was the smallest of those posted last week. Others ranged from $210 on the NX 1600 coupe to $1,245 on the Stanza GXE four-door sedan.

The Maxima sedans went up $320 apiece.

On the sporty side, the 240SX coupes and hatchbacks went up $425 to $555. Pathfinder sport-utility vehicles rose $630 to $775 for 1992.

Prices of the Nissan 300ZX will be announced Oct. 7, and pickup truck stickers will be disclosed Sept. 16.

The new Lexus ES300 sedan, the division's entry-level car, is priced $3,750 higher than the ES250, which it replaces.

The ES300 offers better performance and more room and is priced at $25,250 with a five-speed manual transmission and $26,150 with automatic.

Another new Lexus, the SC300 coupe, is $31,100 with five-speed and $32,000 with automatic. The flagship LS400 is up $3,200, at $42,200. The leather interior package is standard; it was $1,400 extra for 1991.

Suzuki's lowest-priced sport-utility, the Samurai, climbed above $6,000 for 1992. The base model is $6,299, up $300, but the four-wheel-drive Samurai was cut $100.

The Sidekick sport-utilities are up $200 to $700.

The Suzuki Swift three-door hatchbacks went up $200, and so did the base four-door sedan. The GS sedan rose $500.

IACOCCA

FROM PAGE 3

be at the helm well into next year. Chrysler expects 1992 to mark a reversal in its declining fortunes.

Early in the year, the company will launch the 1993 Jeep Grand Cherokee, which it hopes will strengthen its position in the four-door sport-utility market.

Next fall, Chrysler's crucial line of LH mid-sized sedans bows. The sedans ride on Chrysler's first new car platform since 1980 and are vital to the company's quest to regain car market share.

Iacocca said he expects the new products to be introduced during an upturn in the automotive sales cycle. Although Iacocca was an early doomsayer when he predicted the current recession, he sounded optimistic last week, suggesting that U.S.-Canada car and truck sales will reach "15 million units or better" in 1992.

Iacocca also indicated that Chrysler is likely to continue its cost-cutting beyond the $3 billion reduction it is now trying to reach. "I expect volumes and margins to pick up and costs are down. That's a recipe for a banner year," he said about 1992.

Chrysler will need the heftier margins of its new products. Its cash crunch is not likely to abate in 1991.

In fact, Iacocca said last week that the company by "a close call" opted to issue 56 million new shares of common stock to avoid a further downgrading of the company's credit by rating agencies. The public offering consists of 33 million new shares; 23 million shares will be contributed to Chrysler's under-funded pension plan.

Iacocca said the share offering, which is intended to raise an estimated $400 million, was not made to avoid tapping into the company's $1.75 billion line of bank credit.

He said the equity offering was made "strictly to shore up the credit ratings and make sure they don't downgrade us one more time."

Major rating agencies downgraded the long-term debt of Chrysler and Chrysler Financial Corp., the company's financial services subsidiary, to junk bond status early this year.

Iacocca will begin peddling the new shares next week.

He said Chrysler will host 50 to 75 of the company's top institutional investors Tuesday. In addition to hearing the chairman's upbeat forecast, investors will test drive future products at the company's Chelsea, Mich., proving grounds.

BALTIC

FROM PAGE 3

some significant markets," Lee said. "It's just really a question of how soon and what has to happen before all that starts to fall into place. There's quite a little bit of infrastructure that has to be repaired and built."

Lee said the Baltic states seem to starting from a base level farther back than from where countries such as Poland and Czechoslovakia started, although the Baltic nations do have seaports and proximity to Western Europe.

Lee: too early to tell

A Ford Motor Co. spokeswoman in Dearborn said Ford is monitoring developments in the Soviet Union, saying it is too early to tell if there is any market potential in the three Baltic republics.

There is a Ford dealership in Estonia, owned by the Soviet Union, which pays hard currency for vehicles. There is also a Ford dealership in the Ukraine and service centers in Leningrad and Moscow.

Before the Putsch, Ford had plans to sell 1,000 vehicles in the Soviet Union. "We are watching it on a day-to-day basis," the Ford spokeswoman said.

Support for economic and technical aid from Western democracies was mushrooming last week after President George Bush and British Prime Minister John Major huddled in Maine. But the hesitancy of major Western nations to clearly define a modern-day Marshall Plan for the region has left huge question marks about the fate of the auto industry there.

The failed Soviet coup d'etat and ongoing independence movement by Soviet republics have likely enhanced auto industry opportunities in the region, said Philip Wylie, the leading industry analyst for Salomon Brothers in London.

But Wylie warned that a total break up of the Soviet Union could lead to chaos and major setbacks in current and future investments by vehicle manufacturers.

Most European analysts seem to agree that some sort of "economic union" similar to the European common market will likely evolve. Garel Rhys, professor of motor industry economics at Cardiff Business School, said the failed coup sent a loud message to Western automakers that their investments are now much safer in the region.

"The generals have thrown their dice and lost," said the professor. "The communist hardliners are out and the generals have been told in the Soviet Union to leave alone the satellite countries," said Rhys.

Salomon's Wylie said manufacturers should not be overly worried about their investments in the Soviet region. "It may be a very difficult situation," he said, "but I think it will eventually be resolved.

"These investments that have been made in Eastern Europe haven't been made with a short-term goal," Wylie said. "It has all been done with a fairly long payback period. As a result, they are prepared to wait for the turnaround which is coming.

"It is not going to be until 1995 when we see the growth really starting to come through," he said.

Rhys warned investors not to abandon the industry. "They should not be frightened," he said. "I think they should pause for a moment, but not run and scatter."

Staff Reporters Mary Connelly, Phil Frame and Charles M. Thomas in Detroit and Staff Correspondent Stig Bjorklund in Sweden contributed to this report.

ISUZU

FROM PAGE 3

Legacy at the plant and is a 51-percent partner in the venture. But Fuji opted not to expand Legacy production.

As a result, Rodeo production will grow from 150 units a day currently to 247 a day by December, giving Isuzu about 23,000 more Rodeos a year. Legacy production will remain at 250 a day, or 60,000 a year.

The expansion will also increase Isuzu's pickup production by about 8,000 units annually to about 32,000, bringing Isuzu's total share of the plant's output to 92,000 units a year.

"We've been waiting for the marketing guys to tell us to let it rip," Rick McKinnon, vice president of manufacturing at the plant, said of the new expansion. "I hope we're reading it right and aren't premature."

Plans originally called for Subaru and Isuzu to divide plant output equally.

American Isuzu has no plans to export the Rodeo, beyond a few hundred units that are now going to Canada and Puerto Rico.

The factory expansion follows almost two years of political bickering between Subaru-Isuzu and the state of Indiana.

The venture was originally supposed to expand from producing 120,000 units a year to 240,000, according to its 1986 "memorandum of understanding" with the state. Indiana committed about $84 million in state incentives to help build the plant.

But when plant officials said that the first expansion would only be an intermediate one, boosting production to about 170,000 units a year, state officials questioned whether the agreement had been violated.

The newly completed expansion was recently funded by leveraged-lease financing through the Indiana Development Finance Authority, a public agency. The arrangement allowed the car and truck maker to enter into a sale and lease-back of the $65 million in equipment.

But a plant spokeswoman said that Subaru-Isuzu has still not received approximately $8.8 million in state funding the company is counting on to train additional employees.

She said that discussions are still under way between the manufacturer and the state about the training funds.

The spokeswoman said that about 40 employees had been trained without the state funds, and that another 100 temporary production workers had been added to plant's 1,900-member work force.

Meanwhile, there are still no plans to expand production of the Subaru Legacy. In March of this year, Isamu Kawai, president of Subaru's parent company, Fuji Heavy Industries Ltd., visited the plant to determine whether that operation should be expanded along with Isuzu's.

Plans call for the plant to reach a capacity of 240,000 vehicles a year by 1993, of which Subaru would get 120,000.

The expansion also creates an overcapacity issue for the transplant. The expansion gives Subaru-Isuzu a production capacity of 170,000 vehicles a year. All production plans combined bring the partners to a little over 152,000 vehicles a year — a shortfall of 18,000 units.

Infiniti rewards dealers; Sterling offers $11,000 rebate

ARLENA SAWYERS and LIZ PINTO
Staff Reporters

Infiniti, the luxury car division of Nissan Motor Corp. in U.S.A., continues to stress customer satisfaction via a program that awards cash to dealers with high customer satifaction ratings.

Also, Ford Motor Co. announced customer rebates on some 1992 vehicles last week, and Peugeot Motors of America Inc. and Sterling Motor Cars are offering generous factory-to-dealer incentives to help clear out the last of their inventory in this country.

Infiniti dealers report that they are paid a cash incentive based on how well they meet volume and customer satisfaction objectives set by the division. They must achieve a customer satisfaction rating of at least 95 points (out of 100) to qualify for the bonus. Payments range up to $5,000 per car sold. The program extends through September and includes all 1991 Infiniti cars except the M30 convertible.

Infiniti would not discuss the program, but a spokeswoman acknowledged that the division has a cash program to "reward the dealers who are doing what we set out to do."

Susan Jacobs of Jacobs Automotive, an automotive consultant firm in Little Falls, N.J., said the incentive program parallels Infiniti's main focus, customer satisfaction.

"When your main focus is 'the customer,' you have to have a way, as manufacturer, to communicate that goal to your dealers and make it pay for them to meet customer satisfaction standards," Jacobs said.

"The risk with aggressive dealer incentives is that the quality of customer service will decline with dealers maximizing the benefit of high sales volume. The Infiniti program ensures that the reputation Infiniti has built on customer satisfaction will not suffer from an aggressive dealer incentive program."

Dealers agree that it is important to keep Infiniti's reputation as a customer-oriented manufacturer intact while increasing sales.

Frank Moyed, general sales manager for Shen Infiniti in San Mateo, Calif., praised the customer satisfaction-based incentive program.

"To get money back, we have to sell cars the right way — with satisfied customers. If they are satisfied, we benefit too," Moyed said.

"I think that's an excellent way to work incentives — to think about the customer first."

Ford Motor Co. has added several 1992 vehicles to its buyer-incentive program. The rebates range from $500 to $750 on Ford and Mercury cars and Ford trucks. In lieu of rebates, consumers may choose 7.9 percent financing for contacts up to 48 months.

Ford's 1991 rebate program is unchanged. Rebates on 1991 and 1992 vehicles expire Sept. 25.

Also, until Sept. 30, Ford is offering incentives on 1990 and 1991 F-series trucks purchased or leased by small companies that are ineligible for national fleet incentives and by the employees of those companies.

Small companies receive a rebate of $500 for buying or leasing two F-series trucks. If companies choose to lease rather than buy, only 1991 trucks are eligible. This program is in addition to other national rebates.

Sterling is paying its dealers $11,000 on all models until the supply is exhausted, dealers said.

Sales of the **Peugeot** 405 and 505 are netting dealers rebates of $5,000 and $6,000, respectively, dealers said. A Peugeot spokeswoman said the current program runs through June 1992, but acknowledged that "we may not have cars in June 1992."

Through Sept. 25, **Pontiac** is paying dealers $250 on sales of 1991 Grand Am models.

Special Correspondent Darrell Pressley contributed to this report.

INCENTIVE WATCH
DEALER INCENTIVES
CONTINUING PROGRAMS

ALFA ROMEO (expires Dec. 31)	
164, 164L automatic (1991)	Up to $200 per car monthly in floorplan aid
AUDI (expires Sept. 30)	
100/200	$2,000-3,500
CHRYSLER CORP. (expires Sept. 30 unless otherwise noted)	
Dodge Shadow, Spirit (1991)	$100-700, quota
Monaco (1991)	$1,000-2,000, based on sales
Dodge truck	
Ram Club Cab (1990-91)	$1,000
Ram D/W (1990-91)	$500
Ramcharger (1990-91)	$1,000
Eagle Premier (1991)	$1,000-2,000, based on sales
Jeep Cherokee (1991)	$500
Plymouth Sundance, Acclaim (1990-91)	$100-700, quota
Minivans (1991) without air bags	$500
FORD MOTOR CO. (expires Sept. 30)	
Ford Crown Victoria (1991), Mercury Grand Marquis (1991)	$1,000
GENERAL MOTORS	
Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
DeVille, Fleetwood, Brougham (expires Sept. 25)	$500
Oldsmobile (expires Sept. 25)	
Eighty Eight (1991)	$1,000
Pontiac (expires Sept. 25)	
Grand Am (1991)	$250
Bonneville (1991)	$1,000
HONDA (expires Sept. 3)	
Civic 4-dr. (1991)	$400
HYUNDAI (expires Oct. 2)	
Sonata SE, Scoupe SE (1991)	$100-300, based on sales
ISUZU (1991 models, expires Sept. 16)	
Cars	$700-1,500
Trucks	$700-1,800
MAZDA (1991 models; expires Oct. 2 on Navajo, Sept. 4 on others)	
MX-6, MPV	$500
Navajo	$750
929, RX-7	$2,000
MERCEDES-BENZ (1991 models, no expiration date listed)	
300SE, 300SD, 300SDL, 300SEL	$3,000
420SEL, 560SEL	$5,000
MITSUBISHI (1990-91 models; expires Sept. 30 in California and Hawaii; Aug. 30 elsewhere; payments vary by regions.)	
Mirage	$250-750
Eclipse	$200-1,500
Galant	$200-2,000
Trucks	$200-1,500
NISSAN (1991 models; expires Feb. 2, 1992, on 300ZX, Oct. 2, 1991, on others)	
Sentra	$400
240SX	$600-900, quota
Maxima	$800-1,100, quota
Stanza	$1,800-2,100, quota
300ZX	$2,500-3,500, quota
Pathfinder	$1,000-1,400, quota
Trucks	$1,200-1,400, quota
Trucks (Calif. only)	$1,500
PEUGEOT (no expiration date)	
405	$5,000
505	$6,000
STERLING (no expiration date)	
All models	$11,000
SUZUKI (expires Oct. 3)	
Swift (1990-91)	$700-1,000
Sidekick (1991)	$700-1,000
TOYOTA (1989-90-91 models; expires Sept. 4)	
Corolla, Camry	$700-900, quota
Trucks	$500-1,200, quota
VOLKSWAGEN	
All cars (1990, no expiration date)	$500-1,500
VOLVO (1991 models, expires Sept. 2)	
740; 940 Turbo and GLE	$1,500

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

FORD MOTOR CO. 1992 models, expires Sept. 25. Finance rates in lieu of rebates are 7.9 percent.

Ford Escort*	$500-750
Tempo, Taurus, Mustang, Probe	$500
Thunderbird, Crown Victoria	$750
Aerostar, F series, Bronco	$500
Ranger	$750
Mercury Tracer*	$500-750
Topaz, Sable	$500
Cougar, Grand Marquis	$750

*Escort rebates are for Central and Great Lakes regions only. Tracer rebates are for Central, Great Lakes and Southwest regions only.

CONTINUING PROGRAMS

CHRYSLER CORP.
Finance rates in lieu of rebates start at 7.9 percent on minivans, 2.9 percent on other models. Programs expire Sept. 30.

Chrysler Imperial (1990-91)	$2,000
New Yorker Fifth Avenue and Salon (1990-91); LeBaron sedan (1990-91)	$1,500
Other LeBaron (1990-91)	$1,000
N.Y. Landau (1990)	$700
Dodge Shadow conv. (1991)	$2,000
Monaco (1990-91); Dynasty (1991); Spirit (1990-91)	$1,500
Other Shadow (1991); Colt GL (1991); Colt and Vista (1990); Shadow (1990, except America); Dynasty (1990)	$1,000
Shadow America (1991); Daytona (1990-91); Colt base 3-dr. (1991)	$700
Colt Vista (1991)	$500
Dodge Trucks	
Ram D/W, Ramcharger (1990)	$2,000
Ram van conversion (1990)	$1,750
Ram D/W (1991), Dakota, Ram van, Ram wagon (1990)	$1,500
Dakota, Ram wagon, van, conversion van, Ramcharger (1991)	$1,000
Ram 50, Power Ram 50 (1990)	$500
Ram 50, Power Ram 50 (1991)	$300
Eagle Premier (1991); Talon TSi (1990-91)	$1,500
Other Talon (1991)	$1,200
Talon (1990); Summit ES 3-dr. (1991); Summit 4-dr. (1990-91)	$1,000
Other Summit (1991)	$700
Summit base 3-dr. (199	$400
Jeep Cherokee (1990)	$2,000
Cherokee (1991), Grand Wagoneer (1990-91)	$1,500
Comanche (1990-91)	$1,000
Wrangler (1990-91)	$500
Plymouth Acclairn (1991), Laser RS Turbo (1990-91)	$1,500
Other Laser (1991)	$1,200
Sundance (1990-91, except America); Colt GL (1991); Colt (1990); Laser (1990); Colt Vista (1990)	$1,000
Colt Vista (1991)	$500
Colt base 3-dr. (1991)	$700
Sundance America (1991); Colt base 3-dr. (1991)	$700
Colt Vista (1991)	$500
All minivans (1991)	$500
All minivans (1990)	$1,500

FORD MOTOR CO.
1991 models. Finance rates in lieu of rebates start at 2.9 percent on Escort, 4.8 percent on Festiva, 7.9 percent on other Fords and Mercurys. There are no finance incentives on Lincolns. Programs expire Sept. 25.

Ford Festiva, Mustang	$500-1,000
Escort	$500-750
Tempo, Probe, Thunderbird	$1,000
Taurus SHO	$1,600
Other Taurus	$750-1,250
F series, Econoline	$500-1,000
Ranger	$1,000
Bronco, E150 conversion pkg.	$1,500
Aerostar	$1,000-2,000
Mercury Tracer	$500-750
Topaz, Cougar, Capri	$1,000
Sable	$750-1,250
Lincoln Town Car, Continental, Mark VII	$2,000

GENERAL MOTORS
Expires Sept. 25. Finance rates in lieu of rebates start at 4.9 percent for Buick and Pontiac, 6.9 percent for Chevrolet and GMC.

Buick (1991)*	
Skylark, Century, Regal, LeSabre	$250-1,000
Riviera, Reatta	$2,000

*Based on option package ordered.

Cadillac Seville, Eldorado	$1,500
DeVille, Fleetwood	$2,000
Brougham	$2,500
Chevrolet cars (1991)	
Cavalier	$300
Geo Metro	$400
Camaro, Corsica, Beretta	$500
Geo Storm, Geo Prizm, Lumina, Caprice	$1,000
Chevrolet trucks(1991)	
G van	$500-1,000
C/K (except 454SS), R/V	$500
Geo Tracker	$750
Astro, S/T pickup, S/T Blazer Tahoe, Lumina APV	$1,000
Other S/T Blazer (1991); V Blazer (1990-91), Suburban (1990-91)	$1,500
GMC	
G van (1990), R/V (1991), Sierra (1991)	$500
Sonoma (1991), S15 Jimmy (1991 4-dr. SLT), G van (1991), Safari (1991)	$1,000
S15 Jimmy (1991), V Jimmy (1990-91), Suburban (1990-91)	$1,500
Oldsmobile (1991)	
Oldsmobile has regional programs. This is an example.	
Cutlass Calais, Cutlass Supreme, Olds 88, Silhouette	$1,000
Custom Crusier, Bravada	$1,200
Cutlass Ciera, 98	$,1500
Toronado	$2,000
Pontiac	
LeMans, Firebird (1992)	$500
Grand Am, Trans Sport (1991)	$750
Grand Prix, Trans Sport (1992)	$750
Firebird, Grand Prix	$1,000
Bonneville (1991)	$1,500

HYUNDAI (expires Oct. 2)

Excel (1990-91)	$500-1,000
Sonata (1990-91, except SE)	$1,000
Scoupe (1991, except SE)	$750
All models	$300 to military personnel
All models	$1,000 if Hyundai is traded

MAZDA
(1991 models; expires Sept. 4 on 626, Oct. 2 on Protege; 5.9 percent loans offered in lieu of rebates)

Protege	$800
626	$1,000

MITSUBISHI
(1990-91 models; expires Sept. 30 in California and Hawaii, Aug. 31 elsewhere)

Mirage (national)	$750
Galant, Eclipse (Hawaii)	$1,000
Trucks (Hawaii)	$1,250-1,500

SUBARU (expires Oct. 2)

Loyale 4wd (1991)	$500
Legacy (1991)	$1,200
XT, XT6 (1991)	$2,000

Chrysler debuted only one all-new 1992 vehicle: The Mitsubishi-built Eagle Summit wagon (pictured)/ Plymouth Colt Vista.

CHRYSLER

FROM PAGE 1

senger wagon that is a sort of mini-minivan. Chrysler executives did refer to a series of new vehicles that will hit the market beginning with the Jeep Grand Cherokee early next year.

Theodor Cunningham, Chrysler's executive vice president of sales and marketing, echoed the optimism for 1992 expressed earlier in the week by Chrysler Chairman Lee Iacocca.

"That means for '92, instead of thinking of the glass as half empty, we can now call it half full and rising," Cunningham told reporters. He said Chrysler last week asked dealers to increase orders 8 percent to reflect the future, rather than the poor sales of 1991. Through July, Chrysler's calendar-1991 car and truck sales were down 14.5 percent from the period in 1990.

Chrysler is taking some risk by guaranteeing residual values for car buyers. But Cunningham said the company has a database from more than six years of leasing programs and a good track record in predicting residuals.

Gold Key Plus is designed to shorten the vehicle trading cycle that has grown as consumers have financed purchases for 48 months or more. Chrysler would like the bulk of its Gold Key Plus users to have 24- and 36-month contracts.

Gold Key Plus monthly payments are based on the difference between the purchase price and the contract-ending fixed value.

At the end of the term, vehicle owners have four options:

- Return the vehicle and select a new Chrysler model financed under Gold Key Plus. Chrysler executives said they expect 45 to 50 percent of Gold Key Plus owners to chose that option.
- Refinance the vehicle, with no increase in monthly payments.
- Keep the vehicle by paying off the balance of the fixed value.
- Sell the vehicle and pay off the fixed value amount.

If the customer decides not to the keep the vehicle, ownership is transferred to Chrysler Credit Corp., the automaker's wholesale and retail financing arm.

The contract specifies that the returned vehicle must be in good condition. The customer is billed eight cents a mile for every mile over 15,000 a year.

John B. Damoose, Chrysler Corp. vice president of marketing, said the program offers customers "the best of both worlds."

Jeremiah E. Farrell, president of Chrysler Credit, said about 20 percent of financing applicants are choosing Gold Key Plus in tests in Minneapolis and Atlanta markets. Due to local laws, the program won't be offered in Ohio, Pennsylvania, Hawaii or Washington, D.C.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Bramalea, Ontario	9/2	
Dodge Monaco		300
Eagle Premier		1,000
FORD		
Dearborn, Mich.	9/2	3,590
Ford Mustang		
GENERAL MOTORS		
Wilmington, Del.	9/2	*
Chevrolet Corsica		
Chevrolet Beretta		
Total U.S. car		3,590
Total Canada car		1,300
Total units lost week of 8/26		4,890

*Model changeover.
Source: Automotive News Data Center

Union seeks caveats to trade deal

LIZ PINTO
Staff Reporter

DETROIT — Union leaders and their political allies fear that fast-track authority for the Bush administration to negotiate a free-trade agreement with Mexico will put American jobs on the fast track south of the border.

Sen. Donald Riegle, D-Mich., spoke to a coalition of union representatives and an audience of union members at the UAW Solidarity House in Detroit last week. He was seeking support for his proposal to change Senate rules on debating the proposed treaty.

His proposal would allow amendments to be made to any free-trade agreement brought before the Senate for ratification.

Under existing Senate rules, debate under fast-track is limited to 20 hours, without allowance for any amendments to the agreement. Congress in May voted to give President Bush fast-track authority to negotiate the treaty.

But a bill introduced by Riegle and backed by nine other senators would allow amendments in five areas: fair labor standards, environmental controls, fair rules of origin, dispute settlements and adjustment assistance for displaced U.S. workers. It would also allow up to 15 days of debate.

"If this free-trade agreement goes into effect without addressing these issues, it will be like a huge green flashing light that says, 'Shut down your plant in the U.S. and move it to Mexico where workers will work for about 60 cents an hour, where there are no environmental laws, where there is exploitation of child labor.' And then we are going to see unemployment here grow even higher," Riegle said.

Proponents of a free-trade deal among Mexico, Canada and the United States argue that each country would benefit from the elimination of tariffs.

UAW President Owen Bieber also addressed the group. He said the Bush administration wanted to get the Mexican trade deal "done fast — debate it, win it, and move it out before the 1992 election. Sen. Riegle's resolution gives us a way to make sure the free-trade agreement addresses key environmental and labor concerns."

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 8/26-8/31/91	Actual 8/19-8/24/91	Month* 8/1-8/31/91	Year 1/1-8/31/91	Year 1/1-9/2/90
LeBaron A	0	0	0	0	8064
LeBaron J	10	0	10	18707	34203
New Yorker	0	0	0	4773	27258
Fifth Avenue	0	2	2	20699	20890
Imperial	250	238	488	5,051	12,685
Town & Country (trk.)	250	258	773	2,715	2,078
Total Chrysler	**510**	**498**	**1,273**	**51,945**	**105,178**
Horizon	0	0	0	0	4,327
Sundance	2,000	2,460	9,370	37,486	55,491
Acclaim	1,500	1,565	3,607	51,945	69,773
Voyager (trk.)	2,400	2,540	7,994	62,711	62,826
Voyager (Can. trk.)	1,775	2,958	10,898	71,379	69,202
Total Plymouth	**7,675**	**9,523**	**31,869**	**223,521**	**261,619**
Omni	0	0	0	0	4,078
Daytona	0	36	69	5,005	22,779
Shadow	2,000	2,349	9,010	42,380	63,057
Dynasty	4,500	3,700	8,200	74,650	76,137
Spirit	1,500	1,518	3,050	46,419	63,863
Monaco (Can.)	0	0	733	6,076	6,891
Caravan (trk.)	2,700	2,579	8,548	73,731	67,046
Caravan (Can. trk.)	1,900	3,186	11,430	92,434	86,535
Caravan C/V (trk.)	50	61	219	2,328	4,171
Caravan C/V (Can. trk.)	60	96	323	12,160	5,610
Dakota (trk.)	2,400	2,519	7,882	53,914	43,136
Ram pickups (trk.)	1,800	2,071	6,414	52,496	68,453
Ram Wagon (Can. trk.)	175	289	478	13,147	16,498
Ram Van (Can. trk.)	570	951	1,538	24,874	38,560
Total Dodge	**17,655**	**19,357**	**57,895**	**498,614**	**586,814**
Premier (Can.)	0	0	2,047	7,681	7,477
Cherokee (trk.)	4,250	4,144	18,067	89,777	103,703
Comanche (trk.)	150	138	561	3,430	5,272
Grand Wagoneer (trk.)	0	0	0	1,560	4,672
Wagoneer (trk.)	100	119	458	1,951	2,539
Wrangler (Can trk.)	950	1,590	6,402	39,522	39,393
Total Jeep-Eagle	**5,450**	**5,991**	**27,535**	**143,921**	**163,056**
Total U.S. car	**11,760**	**11,870**	**33,806**	**307,115**	**462,605**
Total Can. car	**0**	**0**	**2,780**	**13,757**	**14,368**
Total U.S. truck	**14,100**	**14,429**	**50,916**	**344,613**	**363,896**
Total Can. truck	**5,430**	**9,070**	**31,069**	**253,516**	**255,798**
CHRYSLER CORP.	**31,290**	**35,369**	**118,572**	**919,001**	**1,096,667**
Escort	5,783	5,585	24,509	140,600	149,129
Mustang	0	3,464	11,783	60,113	88,727
Tempo	0	2,995	8,952	73,852	89,999
Tempo (Can.)	3,076	0	8,841	71,687	80,811
Taurus	7,246	6,173	23,739	211,204	238,207
Thunderbird	0	0	5,122	50,233	78,466
Crown Victoria (Can.)	2,148	2,592	10,493	62,203	81,985
Aerostar (trk.)	4,721	3,887	17,192	111,594	139,746
Bronco (trk.)	666	605	2,019	10,689	35,294
Explorer/Bronco II (trk.)	6,605	6,115	27,627	179,294	123,996
Navajo (trk.)	867	522	1,789	7,781	0
Econoline (trk.)	0	2,934	12,120	92,036	132,561
Heavies (trk.)	1,039	0	2,165	22,732	37,047
Light trucks (trk.)	6,948	4,510	26,384	197,810	309,826
Light trucks (Can. trk.)	1,624	1,133	9,865	66,524	95,418
Ranger (trk.)	6,722	5,557	29,054	176,742	189,769
Total Ford Div.	**47,445**	**46,072**	**221,655**	**1,535,094**	**1,870,981**
Topaz	0	1,200	3,231	31,592	34,363
Topaz (Can.)	755	0	2,817	23,225	30,262
Cougar	0	0	4,770	40,738	52,095
Sable	2,104	1,773	7,204	69,130	72,635
Grnd Marquis (Can.)	2,410	3,096	12,112	65,487	74,849
Total Mercury	**5,269**	**6,071**	**30,134**	**230,172**	**264,284**
Continental	1,204	1,159	5,050	37,434	40,501
Mark VII	216	205	883	6,558	14,848
Town Car	2,824	2,725	11,846	88,061	103,125
Total Lincoln	**4,244**	**4,089**	**17,779**	**132,053**	**158,474**
Total L-M Div.	**9,513**	**10,160**	**47,913**	**362,225**	**422,678**
Total U.S. car	**19,377**	**25,279**	**107,689**	**909,515**	**962,095**
Total Can. car	**8,389**	**5,898**	**34,283**	**222,682**	**267,907**
Total U.S. truck	**27,568**	**24,130**	**118,351**	**798,678**	**968,239**
Total Can. truck	**1,624**	**1,133**	**9,865**	**66,524**	**95,418**
FORD MOTOR CO.	**56,958**	**56,232**	**269,568**	**1,997,319**	**2,293,659**
Skylark	577	99	705	28,215	60,613
Century	1,993	1,991	7,302	59,394	42,714
Regal (Can.)	2,800	2,795	9,452	79,889	61,642
Riviera	232	186	689	14,195	14,675
Park Avenue/Electra	1,837	2,161	8,318	74,062	29,336
LeSabre	3,452	3,378	12,860	43,559	106,465
Roadmaster Sedan*	1,244	1,245	4,684	18,664	0
Roadmaster Wagon†	241	276	802	17,650	4,022
Reatta	0	0	0	1,206	5,277
Total Buick	**12,376**	**12,111**	**44,812**	**336,634**	**326,944**
Eldorado	346	201	732	7,239	14,088
Seville	603	449	1,883	16,047	24,634
Brougham	622	617	2,193	13,050	19,481
DeVille	3,718	3,745	15,933	102,745	105,498
Allante	0	0	154	2,009	3,050
Total Cadillac	**5,349**	**5,012**	**20,895**	**141,090**	**166,751**
Cavalier	4,085	3,609	12,470	167,501	218,600
Camaro	1,278	1,257	5,004	34,604	48,597
Celebrity (Can.)	0	0	0	0	20,319
Corsica-Beretta	2,160	2,075	9,441	163,053	191,758
Lumina (Can.)	6,300	6,254	20,331	151,015	0
Caprice	2,923	2,783	10,273	89,739	161,072
Corvette	406	271	679	13,614	15,338
Astro (trk.)	2,669	3,309	8,511	61,071	86,245
Blazer (trk.)	0	5	369	5,534	12,180
Lumina APV (trk.)	1,001	489	1,666	26,036	59,011
Mediums (trk.)	156	0	156	1,019	6,726
P-Model (trk.)	567	564	1,689	13,817	15,770
Pickups (trk.)	6,197	7,132	21,779	166,765	273,198
Pickups (Can. trk.)	2,500	3,178	12,940	91,800	113,605
S10 (trk.)	5,577	5,534	20,178	170,816	157,472
S10 Blazer (trk.)	1,964	1,883	5,816	24,852	70,378
Sportsvan (trk.)	892	678	2,215	26,808	40,724
Sportsvan (Can. trk.)	750	941	2,003	33,937	33,509
Suburban (trk.)	725	986	3,357	20,966	48,035
Total Chevrolet	**40,272**	**40,958**	**138,906**	**1,285,147**	**1,572,537**
Calais	0	0	0	34,616	68,946
Cutlass Ciera	3,056	3,051	11,179	57,964	49,548
Cutlass Ciera (Can.)	0	0	0	41,089	53,487
Cutlass Supreme	2,280	2,315	6,777	68,784	60,984
Toronado	140	97	402	3,239	10,615
88	2,368	1,886	8,616	50,432	69,934
Custom Cruiser Wag.††	80	114	390	5,903	1,214
96	1,482	1,455	6,463	53,826	33,073
Silhouette (trk.)	326	186	532	13,522	23,746
Bravada (trk.)	209	212	618	10,456	0
Total Oldsmobile	**9,941**	**9,316**	**34,977**	**339,831**	**371,547**
Sunbird	2,059	1,771	6,238	77,441	105,011
Grand Am	473	91	588	87,649	139,532
Firebird	722	733	2,846	12,674	29,133
Grand Prix	1,660	2,405	8,293	68,397	78,298
Pontiac 6000	0	0	0	19,603	37,019
Pontiac 6000 (Can.)	0	0	0	0	144,360
Bonneville	2,620	2,624	12,140	45,298	52,881
Trans Sport (trk.)	556	298	899	16,860	37,065
Total Pontiac	**8,110**	**7,922**	**31,004**	**327,922**	**623,299**
Jimmy (trk.)	0	57	270	1,555	3,787
Mediums (trk.)	231	0	231	1,592	7,879
P-Model (trk.)	59	50	139	1,814	2,083
Pickups (trk.)	2,135	1,305	6,678	81,231	95,146
Pickups (Can. trk.)	850	1,072	2,918	34,039	43,189
Sonoma (trk.)	1,472	1,484	5,033	40,971	35,984
S15 Jimmy (trk.)	659	697	1,803	8,590	23,582
Safari (trk.)	1,045	1,192	3,322	26,318	30,635
Suburban (trk.)	526	418	2,255	16,947	24,164
Vandura (trk.)	334	268	842	12,051	15,255
Vandura (Can. trk.)	250	347	719	14,613	13,904
Total GMC	**7,561**	**6,890**	**24,210**	**239,721**	**295,668**
Total Saturn*	**1,601**	**1,601**	**7,044**	**55,499**	**0**
Total U.S. car	**44,340**	**42,476**	**165,097**	**1,508,071**	**1,803,606**
Total Can. car	**9,100**	**9,049**	**29,783**	**271,993**	**279,008**
Total U.S. truck	**27,420**	**26,747**	**88,387**	**771,591**	**1,069,065**
Total Can. truck	**4,350**	**5,538**	**18,589**	**174,389**	**204,207**
GENERAL MOTORS	**85,210**	**83,810**	**301,848**	**2,725,044**	**3,356,686**
Can. car	1,000	1,050	3,372	67,642	0
Can. trk.	240	440	1,270	29,943	0
CAMI*	**1,240**	**1,490**	**4,642**	**97,585**	**0**
DIAMOND-STAR*	**3,174**	**3,211**	**13,898**	**104,438**	**88,405**
Civic	1,920	1,871	8,145	60,719	77,891
Civic (Can.)	2,190	2,139	9,137	71,567	70,159
Accord	7,545	8,420	34,968	243,318	215,983
Total U.S. car	**9,465**	**10,291**	**43,113**	**304,037**	**293,874**
Total Can. car	**2,190**	**2,139**	**9,137**	**71,567**	**70,159**
HONDA	**11,655**	**12,430**	**52,250**	**375,604**	**364,033**
HYUNDAI Sonata (Can.)	**322**	**273**	**1,476**	**18,294**	**13,388**
MAZDA*	**3,381**	**3,643**	**13,865**	**105,283**	**117,189**
U.S. trk.	1,555	0	3,719	46,265	49,415
Can. trk.	165	0	513	4,708	6,572
NAVISTAR	**1,720**	**0**	**4,232**	**50,973**	**55,987**
Sentra	2,716	2,717	11,912	88,757	54,810
Pickup (trk.)	2,716	2,730	11,934	87,626	97,304
NISSAN	**5,432**	**5,447**	**23,847**	**176,383**	**152,114**
Toyota Corolla	2,100	2,233	9,792	73,727	68,105
Geo Prizm	2,000	1,744	8,110	65,790	67,145
HUMMI	**4,100**	**3,977**	**17,902**	**139,517**	**135,250**
Legacy	1,264	1,262	5,404	38,503	18,526
Pickup (trk.)	494	492	1,445	17,331	0
Rodeo (trk.)	756	778	3,414	17,725	0
Total U.S. car	**1,264**	**1,262**	**5,404**	**38,503**	**18,526**
Total U.S. trk.	**1,250**	**1,270**	**4,859**	**35,056**	**20,344**
SUBARU-ISUZU	**2,514**	**2,532**	**10,264**	**73,559**	**38,870**
Camry	0	0	9,400	136,263	146,479
Corolla (Can.)	1,300	1,391	5,189	43,379	39,956
TOYOTA	**1,300**	**1,391**	**14,598**	**179,642**	**186,435**
VOLVO 740,940 (Can.)	**180**	**179**	**359**	**5,584**	**5,533**
AM GENERAL (trk.)	**400**	**400**	**1,700**	**13,650**	**15,300**
MISCELLANEOUS (trk.)**	**2,650**	**2,650**	**11,600**	**89,920**	**102,600**
Total U.S. car	**99,577**	**104,726**	**421,488**	**3,541,491**	**4,082,639**
Total Canada car	**22,481**	**19,771**	**86,369**	**714,736**	**691,111**
Total U.S.-Canada Car	**122,058**	**124,497**	**507,847**	**4,256,229**	**4,773,950**
Total U.S. truck	**77,659**	**72,356**	**291,588**	**2,187,380**	**2,686,253**
Total Canada truck	**11,809**	**16,181**	**61,297**	**529,880**	**561,995**
Total U.S.-Canada truck	**89,468**	**88,537**	**352,885**	**2,716,479**	**3,248,248**
TOTAL U.S.	**177,236**	**177,082**	**713,077**	**5,728,880**	**6,768,892**
TOTAL CANADA	**34,290**	**35,952**	**147,666**	**1,243,616**	**1,253,106**
TOTAL U.S.-CANADA CAR & TRUCK	**211,526**	**213,034**	**860,732**	**6,972,788**	**8,022,198**

*Estimate †1990 totals reflect LeSabre (rwd) ††1990 totals reflect Olds. 88 (rwd)
*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.
**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.
May contain error of one or two units due to rounding.

Output tale: Trucks up; cars down

BOB DeMAYER
Special Correspondent

All car and truck assembly plants in the United States are down today in observance of Labor Day.

All assembly plants in Canada were closed last Friday and today for the holiday.

Last week's estimated car build in the United States and Canada was 122,058, down 2.0 percent from the prior week and down 16.3 percent from the year-ago week.

So far this year, 4,256,229 cars have been assembled in the two countries, 10.8 percent behind 1990.

Estimated truck production last week in the United States and Canada was 89,468, up 1.1 percent from the prior week but down 3.1 percent from the year-ago week. So far this year, truck production totals 2,716,479 in the two countries, down 16.4 percent from 1990.

Last week's estimated car and truck production in the United States and Canada was 211,526, down 1.0 percent from the prior week and down 11.2 percent from the year-ago week.

Year-to date, total vehicle production in the United States and Canada is 6,972,708, trailing 1990 by 13.1 percent.

U.S. automakers split last week's estimated production as follows: General Motors, 44.4 percent; Ford Motor Co., 19.4 percent; Chrysler Corp., 12.0 percent; Honda of America Manufacturing Inc., 9.5 percent; New United Motor Manufacturing Inc., 4.1 percent; Mazda Motor Manufacturing (USA) Corp., 3.4 percent; Diamond-Star Motors Corp., 3.2 percent; Nissan Motor Manufacturing Corp. U.S.A., 2.7 percent; and Subaru-Isuzu Automotive Inc., 1.3 percent.

Toyota Motor Manufacturing U.S.A. Inc. was down last week for model changeover.

GM has scheduled no overtime this week.

Ford has scheduled daily overtime this week at its car plant in Atlanta and its truck plants in Kansas City, Mo.; Louisville, Ky.; and St. Louis. The Atlanta plant produces the Ford Taurus and Mercury Sable. The Kansas City plant makes F-series light trucks. The Louisville plant manufactures the Ford Explorer, Ford Ranger and Mazda Navajo. The St. Louis plant produces the Ford Aerostar.

Chrysler has scheduled two nine-hour daily shifts this week at three truck plants: St. Louis (No. 2); Warren, Mich.; and Toledo, Ohio.

The St. Louis plant produces the Chrysler Town & Country, Dodge Caravan C/V (extended cab), Dodge Grand Caravan and Plymouth Grand Voyager. The Warren plant makes the Dodge full-sized and mid-sized pickups. The Toledo plant produces the Jeep Cherokee, Comanche and Grand Wagoneer.

NOTE

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